

# STARK

## DEVELOPMENT CORPORATION

# 2016 Progress Report

*Your Economic Development  
Office for Dickinson,  
Stark County and  
the Surrounding Area*



"YOUR SUCCESS IS OUR GOAL"



Welcome,

As the new Executive Vice President of Stark Development, basic goals of workforce and business recruitment and expansion are the core of my progress plan. By strengthening an environment that welcomes innovation, I also plan to aggressively build and expand our commitment to entrepreneurs and quality of life and place. Our future depends on the next generation of forward-thinking entrepreneurs who will build the next layer of our diverse economy and further strengthen our economic resilience.

I would like to express my sincere thanks to the board and the executive committee for their trust and faith in me to perform the duties as the Executive Vice President of Stark Development Corporation. I look forward to working with and for the board as we look to the future of Stark County and the region. As a lifelong resident of Stark County, I feel I have a deeply rooted awareness of the region, its communities and residents and have an ingrained instinct to see my 'home' prosper. I'm very enthusiastic about my new role in the community. I have enjoyed every bit of the past several weeks while gaining a better understanding of how we may better serve our region and our members.

2016 reinforced the value we place in a strong manufacturing presence and an economy that is not reliant on the performance of the energy sector. We witnessed firsthand the resilience and power of community spirit as jobs came and went. Overall cost of living has started to return to manageable levels. Dickinson State University is seeing steady enrollment increases while dealing with the harsh reality of budget issues and legislative funding cuts. CHI St. Alexius Health reported 709 babies born in 2016 and we are expecting approximately 250 high school seniors to graduate this year. Our population is swinging towards a younger, growing population and paints a picture of our future educational challenges and community makeup.

It will be an exciting 2017 for Stark Development as we work our way through the current biennium and its associated legislative opportunities and challenges. We have new leadership from the White House and State Capital, City Hall and the County Court House, and at every level in between. With new leadership, we see new excitement, possibilities, opportunities, ideas and challenges. We have very good indicators that oil activity will be on the rise but at a much more manageable pace. Local manufacturers are also looking forward to a positive year ahead.

*Keeping our best future in mind,*

A handwritten signature in blue ink, reading "Ryan Jilek".

Ryan Jilek  
Executive Vice President



**WRBC**

**West River Business Center**

## Board of Directors

**T.J. Herauf**

**President**

Coca Cola Bottling Company

**Joe Frenzel**

**Vice President**

Everett Real Estate

**Dan Kovash**

**Treasurer**

Kovash & Kovash PC

**Ron Lisko**

**Secretary**

Stark County JDA

**Bruce Baer**

City of Belfield

**Bruce Dolezal**

American Bank Center

**Ambrose Hoff**

Stone Mill, LLC

**Floyd Hurt**

Small Communities Representative

**Thomas Mitzel**

Dickinson State University

**Mary Nordsven**

Legal

**Reed Reyman**

CHI St. Alexius Health

**Lisa Roers**

Dickinson Area Chamber of Commerce

**Paul Schuetzler**

Consolidated

**Carson Steiner**

Dickinson City Commissioner

**Ken Zander\***

Stark County Commissioner

\* Due to County portfolio changes Dean Franchuk has replaced Ken Zander

**Ex-Officio Board Member**

**Shawn Kessel**

Dickinson City Administrator

## Staff

**Ryan Jilek**

Executive Vice President

**Danita Tysver**

Associate Vice President

- Amber Waves, Inc.
- American Bank Center \*
- Apex Engineering Group, Inc.
- Autorama Auto
- Badlands Board of Realtors, Inc.
- Baker Boy \*
- Beyond Shelter, Inc.
- Brady Martz & Associates P.C. \*
- Bremer Bank \*
- Border States Electric Supply \*
- Budget Rent-A-Car \*
- City of Belfield \*
- City of South Heart \*
- CHI St. Alexius Health \*
- Choice Financial Group\*
- Coca-Cola Bottling Company \*
- Consolidated \*
- CornerStone Bank
- Custom Data, Inc. \*
- Dacotah Bank
- Dakota Community Bank & Trust \*
- Dickinson Area Chamber of Commerce \*
- The Dickinson Press & Advertiser \*
- Dickinson Ready Mix \*
- Dickinson State University \*
- Division of Vocational Rehabilitation
- Ebeltoft . Sickler . Lawyers \*
- Everett Real Estate, Inc. \*
- Fisher Sand & Gravel Company \*
- Funshine Express \*
- Gate City Bank \*
- Home and Land Company
- JLG Architects
- Job Service North Dakota \*
- KLJ \*
- Killdeer Mountain Manufacturing \*
- Kirkwood Bank & Trust
- Kolling & Kolling, Inc. \*
- Kovash & Dasovick PC \*
- Marathon Oil Company
- Mary Nordsven \*
- Medora Corporation \*
- MBI
- Meyer Real Estate, Inc.
- Midco
- Montana-Dakota Utilities Company
- Pennysaver \*
- Prairie Hills Mall/GPCME LLC
- Precision Machine & Welding, Inc. \*
- Roers Development, Inc.
- Roughrider Electric Cooperative \*
- Sax Motor Company \*
- Service Printers \*
- Steffes Corporation \*
- Stone Mill, LLC
- Tammy Braun - Realtor
- TMI Systems Design \*
- Wells Fargo Bank \*
- Western Cooperative Credit Union \*

\* Member for 10 Plus Years

New Members

# Stark Development Corporation Membership

Stark Development Corporation serves you by leveraging your investment to ensure the sustainability of our local and regional economy. We strive to implement our economic development tools and resources to advance and maintain a truly diverse trade and industry landscape we all depend on.

Economic development is a dynamic challenge for every state, county and city in America. Stark Development Corporation works to keep the local economy strong and growing by actively pursuing new money to infuse into our economy to strengthen our future. We work in partnership with other economic development organizations locally, statewide and beyond.

As a crucial part of Stark Development, we ask our members to be diligent and mindful of economic development opportunities. Stark Development is the mechanism to work with these ideas and build success out of opportunity.

If you are a current member, your commitment to Dickinson, Stark County and our future is sincerely appreciated. If you are not a member yet, we welcome the opportunity to work for and with you to build a stronger voice of economic development in Dickinson and Stark County.

Please consider becoming a member today. Membership Dues are \$100 for 24 or fewer employees and \$250 for 25 or more employees. To become a member of Stark Development Corporation please contact us at 225-5997.

## Member Benefits

- Access to business referrals & assistance from SDC professional staff
- Annual membership meeting invitation with complimentary luncheon
- Eligibility to serve on our Board of Directors
- Monthly email Economy at a Glance update
- Online membership directory listing
- Online listing of industrial sites and commercial properties by request
- Entrepreneurial assistance & consulting
- Business development grants
- Access to financial incentives

## Economic Development Approved Projects

- Baker Boy
- Fluffy Fields Vineyard & Winery
- KMM
- Prairie Gold Real Estate
- Todd's Honey Farm
- TMI

**Total Capital Project Cost \$11,556,705**

**Total SDC Cost Share \$351,767**

**91 Jobs will be Created**



Baker Boy, with the help of PACE Funding, invested \$3,500,000 in our plant for mostly automation. This automation helps the company meet customer demand for high quality bakery products while providing good jobs in the Dickinson area.

Fluffy Fields Vineyard and Winery, a project aided by Stark Development Corporation, received the Economic Development Association of North Dakota (EDND) Impact Award for Project of the Year - Large Community Division during the EDND Fall Conference on Oct. 19 in Valley City.

The Project of the Year recognizes a project that has made a significant contribution to the economic health of the community or region in terms of job creation, partnerships and overall economic impact. Fluffy Fields Vineyard and Winery is located just outside of the City of Dickinson. Owners Kevin and Deb Kinzel have created custom wines from their own grape vines, cherry and haskap bushes, fruit trees, and garden. The project received assistance from the Dickinson Strom Center, the Stark Development Corporation, as well as an APUC grant, and has brought a growing industry to southwest North Dakota.

“Stark Development Corporation recognized the importance of this growing industry to its community and region,” says Connie Ova, EDND president. “We are pleased to recognize their efforts and the owners’ hard work in developing a successful new business in the region.”

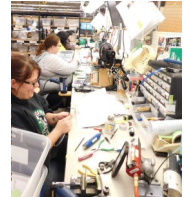




## KMM

Killdeer Mountain Manufacturing, Inc.

Killdeer Mountain Manufacturing, through the assistance of Stark Development Corporation, has undertaken a significant expansion to their Dickinson facility. The 24,000 square foot facility addition, automatic cable handling, bundling and labelling equipment and an additional laser wire marker will create 80 additional jobs in Dickinson. The total project cost of \$5 million utilizing PACE, Flex PACE and SBA 504 funding will push the organization over 400 employees in southwest North Dakota.



“TMI Systems fabricates institutional furniture for the national education and healthcare markets. The recession of 2008-2009 was especially hard on those segments of the national construction market, forcing many competitors to close their doors. The construction markets are now beginning to show signs of recovery. This growth coupled with a reduction of suppliers is putting increasing demands on TMI to serve the market. TMI experienced year-over-year sales growth of 26% in 2016 and expects 15% sales growth in 2017. To help meet this growing demand, TMI has utilized the Flex PACE Loan Program the past two consecutive years to invest in equipment upgrades. Equipment purchases included three main production saws, three CNC processing centers, a state-of-the-art edgbanding line and various automated handling equipment systems. The partnership with Stark Development Corporation and their participation in the Flex PACE program has provided TMI a competitive advantage vis-à-vis our national competitors by allowing TMI to obtain financing at below market interest rates. TMI extends thanks to Stark Development Corporation for its continuing support over the years.” Chris A. Johnson



## Community Development Approved Projects

- Domestic Violence & Rape Crisis Center
- DSU Heritage Foundation
- Learning Ladder Preschool & Childcare LLC
- Theodore Roosevelt Expressway Association
- Theodore Roosevelt Presidential Library

**Total Capital Project Cost \$103,068,550**

**Total SDC Cost Share \$264,275**

**65 Jobs will be Created**

# *Congratulations*

## Domestic Violence and Rape Crisis Center



**Stark Development Corporation presented the Domestic Violence and Rape Crisis Center with an \$80,000 gift towards the construction of their new facility.**

**The Domestic Violence and Rape Crisis Center services are vitally important to “Quality of Place” which helps achieve the Stark Development Corporation mission.**



*S*tark Development Corporation presented the DSU Heritage Foundation with a \$50,000 gift Tuesday, March 15, 2016. This donation is a significant contribution to the foundation's cornerstone campaign which will fund student scholarships for the next three years.

The Cornerstone Traditions Campaign will support pass-through scholarships for Dickinson State University. These types of scholarships are merit based and are developed to promote academic success and retention at DSU and will be open to all students based on established academic standards.

These funds will be used to help the DSU Heritage Foundation reach its goal of raising \$1,100,000 in scholarships for the 2016-2018 academic years.



# Projects



Stark Development Corporation provided Learning Ladder Preschool & Childcare LLC with a group childcare matching grant.



The Theodore Roosevelt Expressway (TRE) is the Northern third of the Ports to Plains Alliance. It runs from Rapid City, SD to Canada through the Port of Raymond in Montana.

The TRE begins in Rapid City and flows through the cities of Spearfish, Belle Fourche, Bowman, Belfield, Watford City, Williston, Culbertson, Plentywood, and finally through the Port of Raymond into Canada.



The Theodore Roosevelt Presidential Library Foundation is building an estimated \$100 million presidential library on a 27-acre site in Dickinson, ND to explore the life and legacy of one of the most colorful and significant figures in American history. The TR Presidential library is at once a museum, archive, research center, and a place to hold public programs and events. With an estimated 100,000 visitors annually the library will stimulate the local economy by creating 34-55 full-time jobs.

The Dickinson & Stark County Economy at a Glance offers statistics related to Workforce, Sales Tax Collections, Taxable Sales & Purchases, Real Estate, Transportation and Building Permits. The Economy at a Glance publication is produced monthly. It's currently sent to Stark Development Corporation Members and Board Members, Stark County Jobs Development Authority, City and County Commissioners, the Southwest North Dakota Economic Developers and Legislators from District's 36 and 37. The report may also be viewed on our website by clicking on the Economy at a Glance tab. [www.starkdev.com](http://www.starkdev.com)

## **WORKFORCE (Job Service North Dakota)**

	<b>December 2014</b>	<b>December 2015</b>	<b>December 2016</b>
<b>Stark County Employment</b>	21,606	19,029	18,078
<b>Stark County Unemployment Rate</b>	1.7 %	3.2 %	3.4 %
<b>ND Unemployment Rate</b>	2.6 %	2.8 %	3.0 %
<b>US Unemployment Rate</b>	5.4 %	4.8 %	4.5 %

## **OCCUPANCY RATE (Dickinson Convention and Visitors Bureau)**

	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Occupancy</b>	71.5 %	48.4 %	45.2 %
<b>Average Daily Rate (ADR)</b>	\$109.06	\$103.92	\$75.18

## **LIVE BIRTH RATES (CHI St. Alexius Health Dickinson)**

	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Births</b>	607	677	709

## **CITY SALES TAX COLLECTIONS (Office of ND State Treasurer)**

	<b>2014</b>	<b>2015</b>	<b>2016</b>
<b>Belfield</b>	\$711,178.13	\$596,947.17	\$337,628.39
<b>Dickinson</b>	\$12,794,129.05	\$10,952,619.95	\$7,520,881.10
<b>Richardton</b>	\$164,964.38	\$253,887.10	\$169,129.19
<b>South Heart</b>	\$141,381.21	\$102,987.03	\$72,474.40
<b>Stark County</b>	\$13,811,652.77	\$11,906,441.25	\$8,100,113.08

# Economy at a Glance



## TAXABLE SALES & PURCHASES (Office of ND State Tax Commissioner)

(First 3 quarters of the year only)	2014	2015	2016
Dickinson	\$1,049,181,588	\$815,544,047	\$552,756,931
Stark County	\$1,129,034,806	\$878,982,436	\$587,925,595

## REAL ESTATE (Everett Real Estate)

Dickinson - Residential	2014	2015	2016
# of MLS Single Units Sold	495	413	314
MLS Average Sale Price - Single Family	\$271,982	\$265,284	\$233,809

## TRANSPORTATION (Dickinson Theodore Roosevelt Airport)

	2014	2015	2016
Airport Passenger Boardings	57,603	41,869	16,822 *

\* Delta Airlines Discontinued Service

## BUILDING PERMITS (City of Dickinson)

	2014	2015	2016
Commercial Structures	31/\$66,925,078.09	20/\$59,060,595.80	3/\$517,400.00
Public Structures	5/\$43,117,000.00	2/\$16,790,804.36	4/\$9,298,862.00
Single Family Structures	268/\$60,989,210.75	87/\$24,286,616.23	21/\$7,440,244.44
Multi-Family & Rowhousing	10(288 units)/ \$43,500,279.90	2 (42 units)/ \$7,297,616.61	2(14 units)/ \$1,885,693.48
Alteration/Additions	135/\$17,435,607.52	123/\$37,927,516.48	83/\$11,509,698.41
Misc. Permits/Fees Remitted to the City	2,356/\$1,555,242.10	1,072/\$1,210,362.00	464/\$333,743.50



## Blue Hawk Supporter



**Stark Development Corporation**  
July 2016

Dear Stark Development,  
My name is Carissa Swick and I was awarded the Energizing Education Scholarship through the DSU Heritage Foundation. I would like to personally thank you for making this scholarship possible. I greatly appreciate it. I am originally from Glendive, MT. I graduated from DCHS and will be starting my Freshman year at Dickinson State University. I will be majoring in Nursing and look forward to being involved with NSA. Thank you again for investing in my future!  
Sincerely,  
Carissa Swick



**WRBC**  
**West River Business Center**

## 2016 West River Business Center Approved Projects



West River Business Center granted \$25,000.00 to Dickinson State University Heritage Foundation to be used for scholarships in the State match program. Preference in the scholarship recipients to be from Region VIII of North Dakota.

# *Congratulations*

ON YOUR RETIREMENT

## **GAYLON BAKER**

Thank you for

**21 years of Excellence!**



*Congrats!*

# City & County Officials

## Dickinson City Commission

Scott Decker

Jason Fridrich

Sarah Jennings

Klayton Oltmanns

Carson Steiner

## Stark County Commission

Jay Elkin

Dean Franchuk

Russ Hoff

Pete Kuntz

Ken Zander

## Stark County Jobs Development Authority

Jay Elkin

Dean Franchuk

Floyd Hurt

Vaune Johnson

Frank Kirschenheiter

Ron Lisko

Bob Maeyaert

Tanya Rude

Leo Schneider

Carson Steiner

Linda Steve

Bob Zent

Thank you to the Dickinson City Commission, Stark County Commission, and the Stark County Jobs Development Authority for funding to help make our projects possible.







**Stark County Courthouse Expansion**



**Crooked Crane Trail**



**New Stark County Fairgrounds**



**New State Avenue Bridge**

in Stark County?



**Dickinson Public Schools  
New Middle School**



**Trinity Junior High & High School  
Addition & Renovation**



**Richardton - Taylor High School  
Addition & Renovation**



**South Heart School  
Addition & Renovation**

## **MISSION**

**To Assist Southwest North Dakota by  
Facilitating Quality Business  
Opportunities and Quality of Place.**



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Dickinson, ND 58602-0765  
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1-888-880-7963  
Fax: (701) 227-8647  
[www.starkdev.com](http://www.starkdev.com)**



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